

9 July 1976

MEMORANDUM FOR: DDCI

SUBJECT : Bob Dean's Briefing

1. I followed up on the attached per your note thereon via a call to one Colonel Johnston of Assistant Secretary Ahearne's staff. Colonel Johnston seem enthusiastic about Dean; but he talked in a kind of managementese jargon that rather put me off. Dean, he said, identified the pressure points, functionally tracked manpower decisions, etc. His efforts, accomplished by a two-man team, cost the Defense Department about [REDACTED] They thought it worthwhile.

STA

2. I could re-contact Dean and set up a one-hour session, as he recommended, if Colonel Johnston's recommendation satisfies you. [REDACTED]

STA

Attachment a/s

ILLEGIB

30 June 1976

MEMORANDUM FOR: Mr. Knoche

SUBJECT : Call from Bob Dean

1. I intercepted a call for you from Dean this afternoon. He identified himself as the head of Empirical Research, Inc. He stated that he was calling on the recommendation of Mr. John Ahearn, Assistant SecDef for Manpower and Resources, for whom he had done work as an independent contractor. He had recently given Mr. Ahearn a one-hour presentation on the manpower management system of the Department of Defense and the three Services, and Ahearn had concluded that you and certain other (unidentified) important people in Washington should see it, apparently with the thought that you might want to avail yourself of similar services.

2. I consulted [redacted], who commented that military manpower management problems are so different from ours that the presentation would be a waste of time. My instinct, therefore, is to call Mr. Dean and give him a polite "no thank you." Do you agree, or would you wish to talk to Mr. Ahearn first?

STA

STA

STAT

*Check Ahearn's
staff and see
if the story squares
and if, in Ahearn's
view, it really is
worthwhile.*

STAT